

Message Text

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INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

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COM/BIC/OIM (INFO)

AF/W:ELOLLIS

----- 112473

R 161354Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

UNCLAS STATE 092396

E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: MAJOR PROJECTS: REGISTRY WITH FEDERAL

--- TENDERS BOARD

REF: A) LAGOS 02868, B) 75 LAGOS A-175,

--- C) 75 LAGOS A-73

1. IN RESPONSE TO NOTIFICATION OF INFO CONTAINED
REF A RE DISCONTINUATION OF OPEN COMPETITION ON
FEDERAL CONSTRUCTION TENDERS, COMMERCE/MEPD RECEIVED
LETTER FROM BROWN AND ROOT REQUESTING VERIFICATION
OF COMPANY'S REGISTRATION WITH FEDERAL TENDER BOARD.
BROWN AND ROOT HAS DONE WORK IN NIGERIA FOR SHELL
INTERNATIONAL AND HAS MAINTAINED SMALL FABRICATION YARD
ON RIVER NEAR PORT HARCOURT IN PARTNERSHIP WITH WIMPEY,
U.K. AND THEREFORE ASSUMES ITS REGISTRATION IS IN
ORDER. HOWEVER, COMPANY HAS NOT LATELY BEEN RECEIVING
BID INQUIRIES DIRECTLY FROM THE BOARD, AND COMPANY
FEARS THAT AS RESULT OF RECENT POLITICAL CHANGES, IT
MAY NOT APPEAR ON LATEST CONSIDERED LIST OF REGISTERED
INTERNATIONAL COMPANIES. PLEASE CONTACT FEDERAL TENDER
BOARD TO ASCERTAIN WHETHER BROWN AND ROOT IS REGISTERED.
IF NOT, PLEASE ADVISE HOW COMPANY SHOULD PROCEED.

2. WE ARE STILL, UNCLEAR AS TO NECESSITY OF LOCAL

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INCORPORATION FOR INTERNATIONAL CONTRACTORS (AS

MENTIONED PARA 4 REF C), SINCE MINIMUM PAID UP SHARE
CAPITAL REQUIREMENT AND 60 PERCENT MAXIMUM FOREIGN
EQUITY REQUIREMENT WERE NOT MENTIONED IN REF B. PLEASE
CLARIFY WHETHER INTERNATIONAL FIRMS MUST MEET LOCAL
INCORPORATION REQUIREMENTS IN ORDER TO REGISTER WITH
TENDER BOARDS AND THEREBY RECEIVE TENDER NOTIFICATION.

3. REF A MENTIONS ONLY SEVEN INTERNATIONAL FIRMS
ARE REGISTERED, WHICH IS MUCH FEWER NUMBER THAN WE
EXPECTED. PLEASE ADVISE OF NAMES OF SEVEN FIRMS,
SO THAT WE MAY RESPOND TO OTHER INQUIRIES.

4. RE TENDERS, UNDERSTAND FROM VISITING ECON
COMMERCIAL COUNSELOR CAHILL THAT EMBASSY DIRECTLY
MAILS OUT ' "TENDER OF THE WEEK" TO SELECTED FIRMS.
COMMERCE/MEPD WOULD APPRECIATE BEING PLACED ON
MAILING LIST.
ROBINSON

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